



U.S. Representative

ABIGAIL SPANBERGER

Proudly Serving Virginia's 7th District



Economic Development & Small Business Grant & Loan Resource Guide

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About This Guide

This **Economic Development and Small Business Grant and Loan Resource Guide** is intended to be used in conjunction with our more general **Grant Resource Guide**, which contains information about identifying and applying for federal grants.

Each year, 26 federal agencies award federal grants to support community initiatives, research, infrastructure programs, and public interest projects, all relevant to the work and/or goals of that agency. Grants are awarded on a competitive basis or distributed under a formula. The majority of federal grant recipients are state and local government agencies who then distribute funds to smaller entities.

The **Grant Resource Guide** includes the following topic areas:

- What is a Federal Grant?
- Finding Grant Opportunities
- Determining Eligibility
- Applying for Grants
- Awarding Grants: The Process
- Additional Resources
- Letter of Support

This **Economic Development and Small Business Grant and Loan Resource Guide** provides information about federal agencies which offer grants and loans in this field, as well as examples of grants and loans currently offered.

For more information about the grant process, to discuss a letter of support, or for any other questions, please contact Shawn Meredith at Shawn.Meredith@mail.house.gov

Please note: Funding information and application deadlines are subject to change. Potential applicants should regularly check [grants.gov](https://www.grants.gov) and the funding agency's grants webpage for the most up-to-date information.

Federal Agencies and Available Grants

U.S. Department of Agriculture (USDA)

USDA utilizes science and public policy to improve economic opportunity in rural areas, promote agricultural production, and preserve natural resources. The Department offers an array of funding avenues.

For more information about USDA grants and programs, please visit the USDA page on [grants.gov](https://www.grants.gov) or usda.gov/topics/farming/grants-and-loans

Value-Added Producer Grant

Current Grants.gov close date: March 16, 2021

The objective of this grant program is to assist viable Independent Producers, Agricultural Producer Groups, Farmer and Rancher Cooperatives, and Majority-Controlled Producer-Based Businesses in starting or expanding value-added activities related to the processing and/or marketing of Value-Added Agricultural Products. Grants will be awarded competitively for either planning or working capital projects directly related to the processing and/or marketing of value-added products. Generating new products, creating and expanding marketing opportunities, and increasing producer income are the end goals of the program. All proposals must demonstrate economic viability and sustainability to compete for funding.

*For more information, please visit [grants.gov](https://www.grants.gov) using Opportunity Number **RDBCP-VAPG-2021** and also see the “Related Documents” tab or rd.usda.gov/programs-services/value-added-producer-grants*

Rural Community Development Initiative (RCDI)

Current Grant.gov close date: March 22, 2021

The RCDI structure requires an intermediary (the grantee) to provide a program of financial and technical assistance to recipients to develop their capacity and ability to undertake projects related to housing, community facilities, or community and economic development. The intermediary organization must have been legally organized for a minimum of 3 years and have at least 3 years prior experience working with private nonprofit community-based housing and development organizations, low-income rural communities, or tribal organizations in the areas of housing, community facilities, or community and economic development. The intermediary will be required to provide matching funds in an amount at least equal to the RCDI grant. The recipients will, in turn, provide programs that will support their communities (beneficiaries). The recipient and beneficiary, but not the intermediary, must be located in a city or town that has a population of 50,000 or less inhabitants. The intermediary will be required to provide matching funds in an amount at least equal to the RCDI grant. The respective minimum and maximum grant amount per Intermediary is \$50,000 and \$250,000.

*For more information, please visit [grants.gov](https://www.grants.gov) using Opportunity Number **USDA-RD-HCFP-RCDI-2021** or rd.usda.gov/programs-services/rural-community-development-initiative-grants*

Rural Energy for America Program (REAP) - Renewable Energy Systems and Energy Efficiency Improvements

Current Grant.gov close date: September 30, 2021

The REAP will provide funds to agricultural producers and rural small businesses to install renewable energy systems and energy efficiency improvements. The Rural Energy for America Program is designed to help agricultural producers and rural small businesses reduce energy costs and consumption and help meet the nation's critical energy needs. The grants are awarded on a competitive basis.

For more information, please visit grants.gov using Opportunity Number **USDA-RD-HCFP-RCDI-2021** or rd.usda.gov/programs-services/rural-community-development-initiative-grants

Rural Economic Development Loan & Grant Program

Applications accepted year-round

The Rural Economic Development Loan and Grant program provides funding for rural projects through local utility organizations. USDA provides zero-interest loans to local utilities which they, in turn, pass through to local businesses (ultimate recipients) for projects that will create and retain employment in rural areas. The ultimate recipients repay the lending utility directly. The utility then is responsible for repayment to USDA. USDA provides grants to local utility organizations which use the funding to establish Revolving Loan Funds (RLF). Loans are made from the revolving loan funds to projects that will create or retain rural jobs. When the revolving loan fund is terminated, the grant is repaid to USDA.

For more information, please visit rd.usda.gov/programs-services/rural-economic-development-loan-grant-program

Federal-State Marketing Improvement Program (FSMIP)

Forecasted for spring 2021

The FSMIP offers grants with a one-to-one dollar match to assist in exploring new market opportunities for U.S. food and agricultural products, and to encourage research and innovation aimed at improving the efficiency and performance of the marketing system.

For more information, please visit ams.usda.gov/services/grants/fsmip

Regional Food System Partnerships (RFSP)

Forecasted for spring 2021

The RFSP program supports partnerships that connect public and private resources to plan and develop local or regional food systems. The program focuses on strengthening the viability and resilience of regional food economies through collaboration and coordination.

For more information, please visit ams.usda.gov/services/grants/rfsp

Local Food Promotion Program (LFPP)

Forecasted for spring 2021

The LFPP funds projects that develop, coordinate and expand local and regional food business enterprises that engage as intermediaries in indirect producer to consumer marketing to help increase access to and availability of locally and regionally produced agricultural products. Grants can be used for the planning stages of establishing or expanding a local and regional food business enterprise or to improve or expand a food business that supports locally and regionally produced agricultural products and food system infrastructure by performing feasibility studies, market research, training and technical assistance for the business enterprise and/or for producers working with the business enterprise.

For more information, please visit ams.usda.gov/services/grants/lfpp

Farmers Market Promotion Program (FMPP)

Forecasted for spring 2021

The FMPP funds projects that develop, coordinate and expand direct producer-to-consumer markets to help increase access to and availability of locally and regionally produced agricultural products by developing, coordinating, expanding, and providing outreach, training, and technical assistance to domestic farmers markets, roadside stands, community-supported agriculture programs, agritourism activities, online sales or other direct producer-to-consumer (including direct producer-to-retail, direct producer-to-restaurant and direct producer-to-institutional marketing) market opportunities. A 25% match is required.

For more information, please visit ams.usda.gov/services/grants/fmpp

U.S. Department of Commerce (DOC)

With a wide range of responsibilities in the areas of trade, economic development, technology, entrepreneurship and business development, environmental stewardship, and statistical research and analysis, DOC promotes job creation, economic growth, sustainable development and improved standards of living for all Americans by working in partnership with businesses, universities, communities and the nation's workers.

For more information about DOC grants and programs, please visit the DOC page on grants.gov or commerce.gov/work-with-us/grants-and-contract-opportunities

Economic Development Administration (EDA) Public Works and Economic Adjustment Assistance (EAA) Programs including CARES Act Funding

EDA solicits applications from applicants in rural and urban areas to provide investments that support construction, non-construction, technical assistance, and revolving loan fund projects under EDA's Public Works and EAA programs. Grants and cooperative agreements made under these programs are designed to leverage existing regional assets and support the implementation of economic development strategies that advance new ideas and creative approaches to advance economic prosperity in distressed communities. EDA provides strategic investments on a competitive-merit-basis to support economic development, foster job

creation, and attract private investment in economically distressed areas of the United States. If you are interested in applying for a project of national impact/scope under the CARES Act; please inquire at RNTA@eda.gov.

Due to the extraordinary level of interest in EDA's CARES Act Recovery Assistance, there has been an unusually high volume of applications received. Prospective applicants are strongly encouraged to contact their applicable EDA Regional Office representatives to discuss their needs and availability of funds. Prospective applicants can find current contact information for EDA Regional Office staff at eda.gov/contact/

*For more information, please visit grants.gov using Opportunity Number **PWEAA2020** and also see the "Related Documents" tab or eda.gov/programs/eda-programs/*

Advanced Manufacturing Project (AMP)

Current Grant.gov close date: April 8, 2021

This Minority Business Development Agency program provides technical assistance and business development and manufacturing assistance services to minority business enterprises (MBEs). The AMP awards will be used to identify, screen, promote, and refer MBEs to specialized advanced manufacturing programs and to provide technical and business development services. The technical assistance and business development services will generate increased financing and contract opportunities for MBEs and will assist MBEs in creating and retaining jobs. T

*For more information, please visit grants.gov using Opportunity Number **MBDA-OB-2021-2006811** and also see the "Related Documents" tab or mbda.gov/mbda-advanced-manufacturing-project*

Build to Scale Program

Current Grant.gov close date: April 29, 2021

EDA's Office of Innovation & Entrepreneurship is committed to furthering tech-based economic development initiatives that accelerate high quality job growth, create more economic opportunities, and support the future of the next generation of industry leading companies. Funding is available for organizations that aid companies in developing the next generation of technologies. Under the Build to Scale Program, EDA is soliciting applications for two separate competitions: the 2021 Venture Challenge and the 2021 Capital Challenge

*For more information, please visit grants.gov using Opportunity Number **EDA-HDQ-OIE-2021-2006827** and also see the "Related Documents" tab or eda.gov/oie/buildtoscale/*

Economic Development Research and National Technical Assistance

Current Grant.gov close date: April 30, 2021

EDA's The National Technical Assistance program assists in formulating and implementing new economic development tools. These tools support local governments' efforts to partner with

private industry and attract private investment to revitalize regions and local communities.

For more information, please visit grants.gov using Opportunity Number **EDA-HDQ-RNTA-2018-2005669** and also see the “**Related Documents**” tab or eda.gov/pdf/about/Research-and-Evaluation-Program-1-Pager.pdf

Market Development Cooperator Program (MDCP)

Current Grant.gov close date: May 25, 2021

MDCP awards include financial and technical assistance from the International Trade Administration (ITA) to support projects that enhance the global competitiveness of U.S. industries. An MDCP award establishes a partnership between ITA and non-profit industry groups such as trade associations and chambers of commerce. Such groups are particularly effective in reaching small- and medium-size enterprises. The non-profit groups compete for a limited number of MDCP awards by proposing innovative projects that generate exports that create or sustain U.S. jobs. Industry groups pledge to pay a minimum of two-thirds of the project cost and to sustain the project after the MDCP award period ends.

For more information, please visit grants.gov using Opportunity Number **ITA-INA-OIE-2021-2006761** and also see the “**Related Documents**” tab or trade.gov/2020-mdcp-competition

Minority Business Development Agency (MBDA)

MBDA forecasts funding opportunities to become available in the spring of 2021

MBDA is an agency of DOC that promotes the growth of minority-owned businesses through the mobilization and advancement of public and private sector programs, policy, and research. The MBDA works throughout the nation to link minority-owned businesses with the capital, contracts, and markets they need to grow. It advocates and promotes minority-owned business with elected officials, policy makers, and business leaders. Serving as subject matter experts and advocates for the minority business community, the MBDA conducts high quality research and cultivate domestic and international relationships. Minority-owned firms seeking to penetrate new markets — domestic & global — and growing in size and scale, can access business experts at a MBDA Business Center. Whether it’s securing capital, competing for a contract, identifying a strategic partner or becoming export-ready, your success is our priority. The Centers are located in areas with the largest concentration of minority populations and the largest number of minority businesses.

For more information about the MBDA, please visit mbda.gov, mbda.gov/mbda-and-cares-act-funding, or mbda.gov/mbda-programs/business-centers

Small Business Administration (SBA)

The SBA helps people start, build, and grow businesses. The SBA aims to protect the interests of small businesses, preserve free competitive enterprise, and maintain and strengthen the overall U.S. economy.

For more information about SBA funding programs, please visit the SBA page on grants.gov, sba.gov/funding-programs/grants, or sba.gov/covid-19-funding-sources/index.html

Veteran Business Outreach Center

Current Grants.gov close date: April 4, 2021

The Small Business Act provides for entrepreneurial training, business development assistance, counseling, and management assistance to small business owned and controlled by eligible veterans, as well as the authority to make grants to, and enter into contracts and cooperative agreements with education institutions, private businesses, veterans' nonprofit community-based organizations, and federal, state, local, and tribal government agencies for the establishment of and implementation of outreach programs for veterans and service-disabled veterans.

For more information, please visit grants.gov using Opportunity Number **SB-OVVB-21-001** or grantsolutions.gov/gs/preaward/previewPublicAnnouncement.do?id=92281

Targeted Economic Injury Disaster Loans (EIDL) Advance

COVID-19 Targeted EIDL Advance was signed into law on December 27, 2020, as part of the Economic Aid to Hard-Hit Small Businesses, Non-Profits, and Venues Act. The Targeted EIDL Advance provides businesses located in low-income communities with additional funds to ensure small business continuity, adaptation, and resiliency. Advance funds of up to \$10,000 will be available to applicants located in low-income communities who previously received an EIDL Advance for less than \$10,000, or those who applied but received no funds due to lack of available program funding. Applicants do not need to take any action at this time - SBA will reach out to those who qualify.

For more information, please visit sba.gov/funding-programs/loans/coronavirus-relief-options/covid-19-economic-injury-disaster-loans

COVID-19 Economic Injury Disaster Loans (EIDL)

In response to the Coronavirus (COVID-19) pandemic, small business owners, including agricultural businesses, and nonprofit organizations in all U.S. states, Washington D.C., and territories can apply for an EIDL. The EIDL program is designed to provide economic relief to businesses that are currently experiencing a temporary loss of revenue due to COVID-19.

For more information, please visit sba.gov/funding-programs/loans/coronavirus-relief-options/covid-19-economic-injury-disaster-loans

Paycheck Protection Program (PPP)

An SBA-backed loan, PPP) provides loans to help businesses keep their workforce employed during the COVID-19 crisis. If your business has not received a PPP loan before, First Draw PPP Loans may be available to you. Additionally, if you have previously received a PPP loan, certain businesses are eligible for a Second Draw PPP Loan. Furthermore, borrowers may be eligible for PPP loan forgiveness.

For more information, please visit sba.gov/funding-programs/loans/coronavirus-relief-options/paycheck-protection-program, sba.gov/funding-programs/loans/coronavirus-relief-options/paycheck-protection-program/first-draw-ppp-loans, or sba.gov/funding-programs/loans/coronavirus-relief-options/paycheck-protection-program/second-draw-ppp-loans

Shuttered Venue Operators (SVO) Grant (Forecasted)

The SVO Grant program was established by the Economic Aid to Hard-Hit Small Businesses, Nonprofits, and Venues Act, signed into law on December 27, 2020. The program includes \$15 billion in grants to shuttered venues, to be administered by the SBA's Office of Disaster Assistance. Eligible entities will include:

- Live venue operators or promoters
- Theatrical producers
- Live performing arts organization operators
- Relevant museum operators, zoos and aquariums who meet specific criteria
- Motion picture theater operators
- Talent representatives, and
- Each business owned by an eligible entity that also meets the eligibility requirements

For more information, please visit sba.gov/funding-programs/loans/coronavirus-relief-options/shuttered-venue-operators-grant and be sure to view the FAQ page

Recovery Hub

Businesses are encouraged to visit the agency's Recovery Hub to learn more about how the SBA partners with other agencies and organizations to assist underserved communities, such as women-owned businesses, veteran-owned businesses, Black-owned businesses, Native American-owned businesses, people with disabilities, and rural businesses recover from the economic impacts of pandemics and other disasters. Furthermore, SBA supports efforts to promote and encourage the creation of new minority-owned small businesses, including training, technical assistance, and educational programs through the Federal Deposit Insurance Corporation's Minority Depository Institutions Program. SBA also encourage business owners to learn more about the U.S. Department of the Treasury's Community Development Financial Institutions Fund, which serves financial institutions that take a market-based approach to supporting economically disadvantaged communities.

For more information, please visit sba.gov/funding-programs/disaster-assistance/recovery-hub/underserved-communities#section-header-23, cdfifund.gov/ or fdic.gov/regulations/resources/minority/mdi.html

Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR)

If your small business is engaged in scientific research and development, you may qualify for federal grants under the SBIR and the STTR programs. These programs encourage small firms to

undertake scientific research that helps meet federal research and development objectives and have high potential for commercialization if successful.

The SBIR and STTR programs are highly competitive and encourage domestic small businesses to engage in Federal Research/Research and Development (R/R&D) with the potential for commercialization. Through a competitive awards-based program, SBIR and STTR enable small businesses to explore their technological potential and provide the incentive to profit from its commercialization. By including qualified small businesses in the nation's R&D arena, high-tech innovation is stimulated, and the United States gains entrepreneurial spirit as it meets its specific research and development needs.

Central to the STTR program is the partnership between small businesses and nonprofit research institutions. The STTR program requires the small business to formally collaborate with a research institution in Phase I and Phase II. STTR's most important role is to bridge the gap between performance of basic science and commercialization of resulting innovations.

For more information, please visit sbir.gov/about/about-sbir or sbir.gov/funding

Other SBA Loan Programs

- **7(a) loans** offer amounts up to \$5,000,000. The uses of proceeds include: working capital; expansion/renovation; new construction; purchase of land or buildings; purchase of equipment, fixtures; lease-hold improvements; refinancing debt for compelling reasons; seasonal line of credit; inventory; or starting a business.
- **Express loans** offer up to \$350,000 for no more than seven years with an option to revolve. There is a turnaround time of 36 hours for approval or denial of a completed application. The uses of proceeds are the same as the standard 7(a) loan.
- **Community Advantage loans** allow mission-based lenders to assist small businesses in underserved markets with a maximum loan size of \$250,000. The uses of proceeds are the same as the standard 7(a) loan.
- **504 loans** are designed to foster economic development and job creation and/or retention. The eligible use of proceeds is limited to the acquisition or eligible refinance of fixed assets.
- **Microloans** are made through nonprofit lending organizations to underserved markets. Authorized use of loan proceeds includes working capital, supplies, machinery and equipment, and fixtures (does not include real estate). The maximum loan amount is \$50,000 with the average loan size of \$14,000.

For more information, please visit sba.gov/page/coronavirus-covid-19-small-business-guidance-loan-resources#section-header-9

SCORE – Greater Richmond

A volunteer, non-profit organization, and resource partner of SBA, SCORE'S mission is to foster a vibrant small business community in the Greater Richmond area through mentoring and education. SCORE provides individual free and confidential business mentoring and low-cost workshops tailored to meet the needs of small business to achieve and sustain profitability and growth.

For more information, please visit sba.gov/offices/headquarters/oed/resources/148091 or richmond.score.org/

Additional Resources

Grants.gov Questions?

Contact the Grants.gov Support Center at 1-800-518-4726 (TTY: 301-240-6310), via [email](#), or visit the [Grants.gov](https://grants.gov) website.

Beta.SAM

beta.SAM has replaced the Catalog of Federal Domestic Assistance (CDFA). It lists all federal grant opportunities and breaks them down by agency and identifier numbers. Like Grants.gov, you can view both ongoing and past grants. You cannot apply for federal grants via beta.SAM; the only place to apply for federal grants is Grants.gov

For more information, please visit: beta.sam.gov/

Congressional Research Service (CRS)

CRS contains guides to help grant applicants understand and complete their applications. These guides include:

- How to Develop and Write a Grant Proposal
- Resources for Grantseekers
- Federal Grants-in-Aid Administration: A Primer
- Community Development Block Grants and Related Programs: A Primer

For more information, please visit: crs.gov/

A-Z Index of U.S. Departments and Agencies

To better develop a grant proposal, search a department or agency's Home Page to learn more about its programs and objectives.

For more information, please visit: usa.gov/federal-agencies/a

Government Benefits, Grants, and Loans

Includes contracting with the U.S. government, international trade and exporting, and small business. See also financial assistance links at the Small Business Administration website:

sba.gov/funding-programs/grants

For more information, please visit: usa.gov/benefits-grants-loans

Student Aid (via Dept. of Education)

Information on funding education beyond high school, including grants, loans, and work-study assistance to qualified students.

For more information, please visit: studentaid.ed.gov/sa/

Benefits.gov (via Dept. of Labor)

Includes information on over 1,000 government assistance programs, and how to apply. Covers direct payment, loan, insurance, training, or other services.

For more information, please visit: [benefits.gov/](https://www.benefits.gov/)

FTC Consumer Alert (via Federal Trade Commission)

The FTC Consumer Alert warns consumers to beware of paying "processing fees" for information that is available free to the public. Ads claiming federal grants are available for home repairs, home business, unpaid bills, or other personal expenses are often a scam.

For more information, please visit: ftc.gov/bcp/edu/pubs/consumer/alerts/alt134.shtm

OMB Grants Management Web Site (via Office of Management and Budget)

OMB establishes government-wide grants management policies and guidelines through circulars and common rules. OMB Circulars are cited in *Catalog* program descriptions and may be printed out full text.

For more information, please visit: [whitehouse.gov/omb/information-for-agencies/circulars/](https://www.whitehouse.gov/omb/information-for-agencies/circulars/)

Representative Spanberger's Office

If your organization needs our office's assistance or would like to request a letter of support for your grant proposal, please contact our Grants Coordinator, Shawn Meredith, at shawn.meredith@mail.house.gov.